



SANAL JOHN

Middle to Senior Level Assignments Engineering / Management

✉ sanal.john@gmail.com

☎ +971 556592052 +91 8943576951



Key Skills

Project Management

Sales & Marketing

Design/Project Engineering

Stakeholder Management

Installation & Integration

Liaison & Coordination

Performance Management

Training & Development

Team Building & Leadership

Estimation & Negotiation

Procurement

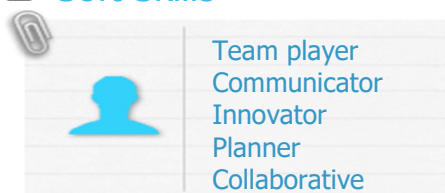


Profile Summary

- Result-oriented professional with **nearly 14 years** of experience in **Project Engineering & Management, Sales Engineering & Marketing, Procurement, Estimation, Design Engineering**, Client Relationship Management, Operations & Maintenance, Vendor Coordination, Project Documentation, Cabinet Integration and People Management
- **Responsible for selling the company's products, responding to clients' queries, and providing advice and support on a range of product related issues.**
- Directing **productive cross-functional teams** using interactive and motivational leadership that spurs people to willingly give excellent results
- **Swiftly completing projects** with competent cross-functional skills and making sure on time deliverables within parameters
- Proficient in planning for **cabinet integration as per project schedule**
- **Experience in Installation of Field instruments/Cabinet at site as per specification and design**
- **Designing of Process Instrumentation/Automation using AutoCAD**
- Hands-on experience in operating of Analytical Systems, control panel design, all loop checking and testing of logic functionalities
- An **enterprising leader** with skills in leading personnel towards accomplishment of common goals



Soft Skills

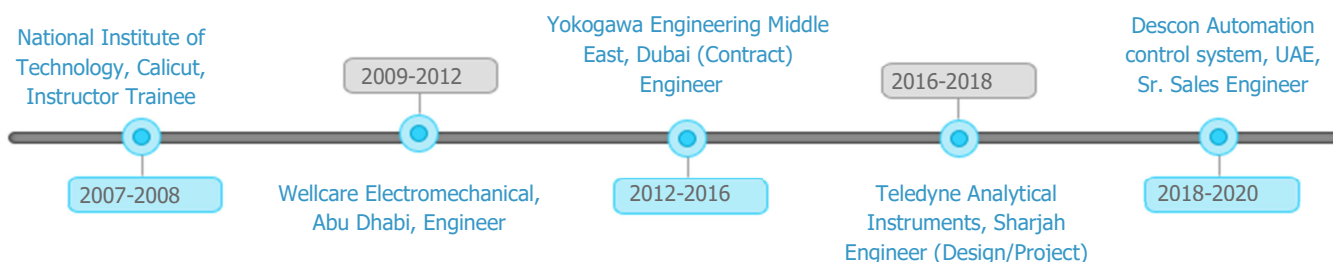


Key Projects Managed

- Riyadh City Phase-1 (Quotation, Sales & Negotiation)
- KOC GC-29, 30,31etc (Analyzer design and project engineering).
- KAZ NGL LGP Plant Integrated Control & Safeguarding System
- Ghaba North Re-development
- Ciena – Etisalat Network Cabinet Installation and so on



Career Timeline





Education

- Master of Business administration- International Business Management (MBA)
- Bachelor of Business administration (BBA)
- Diploma in Mechanical Engineering



Certifications / Trainings Attended

- **Certification in Project Management, IIT Kanpur**
- AutoCAD from CAD Centre, India
- Microsoft Office, C, Fortran Programming, PDMS
- Trade Certificate in Electronics and Computer Science



Technical Skills

- MS Windows, MS Office (Word, Excel, PowerPoint), AutoCAD, C/ C++, Fortran, PDMS and Internet Applications



Work Experience

Oct'18 to May'20 with DESCON AUTOMATION CONTROL SYSTEM
Sr. Sales Engineer (Flow Instruments, Analyzers and Automation)

Role:

- Liaising with both current and potential clients to develop existing and new business opportunities.
- Product sales for flowmeter, pressure transmitters, Gauges, Analysers, PLC, RTU etc (ABB, E&H, SWAN, WIKA etc)
- Identifying the customer's current and future requirements.
- Identifying client requirements.
- Reviewing customer drawings, plans and other documents in order to prepare detailed proposal for customers.
- Conveying customer technical requirements to the Internal Engineering teams.
- Maintaining existing, long-term relationships with customers.
- Putting together technical instruction for customers in relation to the use, operation and maintenance of purchased products.
- Travelling to visit potential clients.
- Negotiating tender, contract terms and conditions.
- Maintaining professional working contact with key suppliers and third parties.
- Site visiting for understanding current and future requirements.
- Involved in site installation and inspection of field instruments/ Cabinets

Apr'16 to Sep'18 with Teledyne Analytical Instruments, Sharjah
Engineer – Projects/Design (Analyzers)

Role:

- Contributing towards designing of
 - Sampling system, wiring drawings and instrument loop diagrams for Analytical Instruments
 - Exterior as well as internal layouts of Analyzer panels
- Contributing towards Project Engineering and Installation
 - Analyzing requirements and modification, Procurement
 - Procurement, Vendor coordination, Monitoring & controlling projects with respect to resource deployment
 - Integration, Testing etc.
- Facilitating project engineering including procurement, designing, coordination, cabinet integration, testing and so on
- Liaising with stakeholders while keeping them informed of progress and issues in order to manage expectations on all project requirements and deliverables
- Creating and sustaining a dynamic environment that fosters the development opportunities and motivates the high performance amongst the team members
- Developing project baselines; monitoring & controlling projects with respect to resource deployment, time over-runs and quality compliance to ensure satisfactory execution of projects
- Technical Clarification meetings with Customer
- Preparing FAT and SAT procedure.
- Conduct Pre-FAT (Internal Test)
- Conduct Factory Acceptance Test (FAT) with Customer / Consultants.
- Prepare of Packing List for shipment of Panels to site.
- Managed pre & post fat Recovery due to Customer's Specification Change

Apr'12 to Apr'16 with Yokogawa Engineering Middle East, Dubai. (Contract) Engineer – Industrial Automation (DCS, ESD etc.)

Role:

- Interaction with EPC / Consultant for obtaining the basic design & engineering Input.
- Prepare of the basic engineering documents like System configuration, Functional design specification, Grounding scheme, Control room layouts, Signal flow diagrams and Cabinet general specification.
- Prepare of detailed engineering documents like I/O Loading, Wiring drawing, Panel GA/IA drawings.
- Engaged in designing:
 - DCS& ESD System, Marshalling, PDB, Network, System architecture, wiring drawings , Instrument Loop Diagrams
 - Exterior as well as internal layouts of panels
- Monitoring technicians in integration of panels
- Regulated general arrangement checking of panels and creating as built drawings
- Contributed towards:
 - Internal Power Wiring of Panels
 - System Configuration & Grounding Scheme
 - Control room layout
 - Cabinets / Console wiring drawings
 - Signal Flow Diagrams
 - Interconnection Cable Schedule
 - Signal Wiring Drawings
- Technical Clarification meetings with Customer
- Preparing FAT and SAT procedure.
- Conduct Pre-FAT (Internal Test)
- Conduct Factory Acceptance Test (FAT) with Customer / Consultants.
- Prepare of Packing List for shipment of Panels to site.
- Managed pre & post fat Recovery due to Customer's Specification Change



Previous Work Experience

Jan'09 to Apr'12 with Wellcare Electromechanical, Abu Dhabi as Engineer

Role:

- Engaged in Sales, Marketing, Engineering & Procurement activities:
Facilitating engineering activities including Sales and marketing, negotiation, reporting, estimation for the projects, site visits to collect existing data and extend construction and commissioning support, material purchase, PO issuing, supplier evaluation, multi-tasking, team management, technical and commercial bid evaluation & submission, vendor drawing review etc., hardware requisitions, vendor data control and drawing approval, co-ordination with client, basic engineering and other disciplines, instrument engineering data sheets, site installation of cabinets, Cable laying, auto cad drawings for new projects etc. Keep contact and business relationship with companies and suppliers all over the world to provide the best with no delay of time and minimum expense for the company

Oct'07 to Oct'08 with National Institute of Technology, Calicut, India as Instructor Trainee

May'07 to Oct'07 with Excel Int-Ext, Calicut, India as Junior Engineer



Personal Details

Date of Birth: 15th September 1986

Passport No.: Z3795378

Driving License Details: Light Vehicle UAE Driving License; Heavy Vehicle Indian Driving license

Languages Known: English, Hindi, Malayalam and Tamil